

EXHIBIT

3

UNITED STATES DISTRICT COURT
EASTERN DISTRICT OF TENNESSEE

-----:
ULTIMA SERVICES CORPORATION, :
:
Plaintiff, :
:
vs. : Case No.:
: 2:20-cv-00041-
U.S. DEPARTMENT OF AGRICULTURE, : DCLC-CRW
et al., :
:
Defendants. :
-----:

REMOTE DEPOSITION OF DANIEL CHOW

DATE: March 10, 2022
TIME: 10:06 a.m.
LOCATION: Rockville, Maryland
REPORTED BY: Shari R. Broussard, RPR, CSR
Reporter, Notary

Veritext Legal Solutions
1250 Eye Street, NW, Suite 350
Washington, D.C. 20005

<p style="text-align: right;">Page 110</p> <p>1 what extent our minority- and small-disadvantaged 2 firms are able to win or not win contracts. 3 Q And what did you find? 4 A We found that -- I found that SDBs that 5 are not in the 8(a) program are 30- -- about 37 6 percent less likely to win a contract compared to 7 firms in the 8(a) program, which are like twice as 8 likely to win a contract, and that there are other 9 characteristics of firms that seem to indicate 10 that there are differences in odds ratio for 11 winning contracts. 12 Q In your study you control for a number 13 of factors in your regression analysis to 14 determine whether any of those factors could 15 impact the odds of a firm winning a contract. 16 Did you control for every factor that 17 the data allowed you to control for? 18 A I controlled for as many factors as I 19 could within the design of the -- of the -- of the 20 study, yes. 21 Q In your opinion, would the results from 22 your study be consistent with the presence of</p>	<p style="text-align: right;">Page 112</p> <p>1 of these firms, so yes, they -- they are included 2 in the study. 3 Q To your knowledge, were any individual 4 firms removed from the datasets that you were 5 given by SBA either by you or by SBA because of 6 their success in bidding in the federal 7 marketplace? 8 A No. 9 Q Are you aware of any economic study or 10 data that would indicate that registered 11 minority-owned firms bid less often on contracts 12 than registered non-minority firms -- 13 A I'm not aware of any. 14 Q -- non-minority-owned firms? 15 A I'm not aware of any. 16 Q Let me look at my notes. Just a moment. 17 Just back to what you were saying a 18 moment ago about the findings, when you indicated 19 that certain firms -- there were 37 percent less 20 likely -- had 37 percent less likely odds of 21 winning a contract as compared to other firms, 22 that was all firms with similar characteristics,</p>
<p style="text-align: right;">Page 111</p> <p>1 discrimination? 2 A Yes, in my expert opinion it is 3 consistent, yes. 4 Q And why is that? 5 A Well, again, we're looking at minority 6 firms and I looked at all of the variables that 7 are relevant in terms of, you know, determining 8 the differential impact on the odds of winning. 9 We're looking at minority firms and I can't 10 think of -- I can't think of any nondiscriminatory 11 factors. And we know that discrimination exists 12 in various workplaces and marketplaces, so looking 13 at the fact that if an SDB is not in the 8(a) 14 program versus a firm that is in the 8(a) program, 15 we see a statistically significant difference 16 between those two. So I -- I tend to look at that 17 as being consistent with some form of 18 discrimination. 19 Q And that was after controlling for 20 certain nondiscriminatory factors like age and 21 gross receipts and things like that, correct? 22 A Correct, those -- those factors are part</p>	<p style="text-align: right;">Page 113</p> <p>1 correct? 2 A Correct. 3 Q And that was not just in comparison to 4 firms in the 8(a) program; is that right? 5 A Correct. 6 MS. DINAN: I believe that is all that I 7 have. Let me just double check. 8 No, I have no further questions thank 9 you. 10 MR. ROSMAN: Just two quick follow-up 11 questions. 12 FURTHER EXAMINATION BY COUNSEL FOR 13 PLAINTIFF 14 BY MR. ROSMAN: 15 Q You testified a moment ago that you 16 thought the results were consistent with 17 discrimination. 18 Does this mean that discrimination 19 cannot be eliminated as a possible cause for the 20 discrepancies that you found? 21 A I would -- cannot be eliminated as -- I 22 would say so, yes.</p>